

# SELLER'S ROAD MAP

## WRAP IT UP!

You are moving!  
The date is set! Start packing, calling moving companies and get ready for a new chapter!

## STRATEGIC PRICING

As difficult as it may be, it is important to review the market analysis and consider your home price objectively.

## CLOSING

This is the transfer of funds and ownership. Depending on when the buyer moves into the home you will need to be all packed up and ready to move prior to their final walkthrough.

## MEET WITH A REAL ESTATE PROFESSIONAL

There's no commitment required on your part for the initial meeting. It will be educational and help you identify your next steps.



## FINAL DETAILS

While under contract, the buyer will work with their mortgage provider to finalize the loan.



## SIGN A LISTING AGREEMENT AND ESTABLISH A PRICE

Your agent will provide a market analysis which will help you set an asking price.



# SOLD!!!

## UNDER CONTRACT

At this point, you and the buyer have agreed to all the terms of the offer. Your next step will be having a lawyer prepare the Purchase and Sale based on the offer.

## PREPARE YOUR HOME

View your home through the eyes of the buyer and ask yourself what you'd expect. Your agent will offer some useful suggestions.



## HOME INSPECTION

The buyer will usually perform a physical inspection of the home with a professional inspector. They may even ask you to make certain repairs, your agent will explain all of your options regarding the inspection.

## OFFERS AND NEGOTIATIONS

A buyer will present you with an offer. Your agent will explain the benefits and risks of each offer. You will have the opportunity to either accept or counter any offer based on its merits.

## LIST YOUR HOME FOR SALE

When everything is in place your agent will put your home on the open market. It's critical you make it as easy as possible for potential buyers to view your home.



## SHOWINGS

Potential buyers may ask to see your home on short notice. It's best if you can accommodate these requests, you never want to miss a potential sale.